

## Mikael Salmela

Partner

Paris

### Biography

As a partner in the Hogan Lovells' Paris office and a member of our Corporate & Finance Commercial practice, Mikael focuses on commercial, regulatory and contractual work. Mikael has considerable experience dealing with a variety of complex and strategic agreements in various industry sectors, such as life sciences, energy and IT. Mikael's experience in regulatory matters covers a wide array of topics, including various consumer products and export controls, with a particular focus on life sciences.

Mikael has in-house counsel experience since he was seconded for several months to an online mass retailer of consumer products and to the French subsidiary of a U.S.-based pharmaceutical company. Mikael was also seconded to our London office for six months.

### Representative experience

Advises companies in life sciences industry on regulatory issues in lifecycle of products (marketing authorizations, classifications of products, advertising, anti-benefits and sunshine regulations)

Mikael regularly advises pharmaceutical and medical device companies on their joint development and co-marketing agreements with other industry players

Advises leading energy company on drafting/negotiating several R&D consortium agreements with multiple parties on EU subsidized



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### Languages

English  
French  
Finnish

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### Practices

Commercial  
Gaming Law  
Privacy and Cybersecurity  
Mergers and Acquisitions  
Strategic Operations, Agreements  
and Regulation  
Our legal work in Africa

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### Industries

Life Sciences and Health Care

pan-European projects relating to smart grids and electric vehicles

Advises international groups in banking, pharmaceutical, power generation, hygiene, and security sectors, on drafting/negotiating agreements with outsourcing services providers in France and abroad

Mikael advises a leading Asian oil and gas company in relation to production sharing contracts and joint operation agreements in Africa

Mikael advises a leading resource group in relation to a procurement agreement for oilfield goods and services in North Africa

Advising a leading Asian oil and gas company in relation to production sharing contracts and joint operation agreements in Africa

Advising a leading energy company on drafting and negotiating several R&D consortium contracts in the context of EU subsidised pan-European projects relating to smart grids and to electric vehicles

Advising a leading resource group in relation to a procurement agreement for oilfield goods and services in North Africa

Advising pharmaceutical and medical device companies on their joint development and co-marketing agreements with other industry players

## Awards and rankings

- Healthcare and life sciences (France), Recognized Leading Individual, *Legal 500 EMEA*, 2018-2023
- Acritas Star, *Acritas Stars Independently Rated Lawyers*, 2019-2020
- Mikael Salmela: Recommended as a National Leader in Life Sciences, *Who's Who Legal*, 2023
- Mikael Salmela: Recommended as a Global Leader in Life Sciences: Regulatory, *Who's Who Legal*, 2023
- Gold trophy for Life Sciences and Regulatory, *Trophées du Droit*, 2023

Sports, Media and Entertainment

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## Areas of focus

Agency and Distribution

Corporate and Commercial Transactions

Digital Health

Fashion and Luxury Brands

Licensing and Commercial Transactions

Logistics

Medical Devices

Outsourcing

Pharmaceuticals and Biotechnology

Regular Contracts and Business Issues

Regulated Industries and Utilities

Technology Contracts

Esports and Gaming

Sports

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## Education and admissions

### Education

Magistère Juriste d'Affaires/ DJCE, University of Montpellier, 1999

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### Bar admissions and qualifications

Paris

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## Latest thinking and events

- Insights and Analysis
  - Why and how blockchain-based protocols may participate in insurance-linked securities
- Insights and Analysis
  - Digital health: what insurers need to know
- Insights and Analysis
  - Life Science Law Update – Key developments for pharma & device companies in EU and EU Big Five
- News
  - Collaborative research is blurring boundaries between sponsored studies and IIS
- News
  - Horizons 2023: Panelists discuss how European pharmaceutical companies can stay ahead of the game
- Hogan Lovells Events
  - Zurich: Life Sciences and Health Care Horizons 2023